



CANNON BUILDING
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STATE OF DELAWARE
DEPARTMENT OF STATE

DIVISION OF PROFESSIONAL REGULATION

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PUBLIC MEETING MINUTES:	REAL ESTATE EDUCATION COMMITTEE
MEETING DATE AND TIME:	Wednesday, November 6, 2008 at 9:30 a.m.
PLACE:	861 Silver Lake Boulevard, Dover, Delaware Conference Room A
MINUTES APPROVED	December 4, 2008

MEMBERS PRESENT

Michael L. McGavisk, New Castle County, Professional Member, Chairperson, Presiding
Edward T. Hammond, Jr., Kent County, Professional Member, Vice Chairperson
Roger Truemper, Esquire, New Castle County, Public Member
Frani Melda, Kent County, Professional Member
Linda Brannock, Kent County, Professional Member
Larry Tims, New Castle County, Professional Member
Geri Parisi, New Castle County, Professional Member
Tammy R. Hadder, Sussex County, Professional Member
Barbara Mitchell, Sussex County, Public Member

MEMBERS ABSENT

Karen Hamilton, Sussex County, Professional Member
Susan Mills, Sussex County, Professional Member
Dee Carroll, Kent County, Public Member

DIVISION STAFF

Sauna Slaughter, Administrative Specialist II

CALL TO ORDER

Mr. McGavisk called the meeting to order at 9:34 a.m.

REVIEW OF MINUTES

A motion was made by Mr. Tims, seconded by Ms. Brannock, to approve the October 1, 2008 minutes as presented. Motion carried with Ms. Mitchell, Ms. Hadder, and Ms. Parisi abstaining.

UNFINISHED BUSINESS

Continuing Education Audits

The Committee reviewed the continuing education documentation that was received since the last Committee meeting. CE documents for three licensees were reviewed. Two were approved, and one was missing the Legislative Update required course. Results of the audit review will be forwarded to the Real Estate Commission for review and further action.

NEW BUSINESS

Review of Letters of Intent and Course Evaluations

All Letters of Intent were approved as submitted. There were several course evaluations submitted by Delaware Association of REALTORS that had comments regarding the course monitors not doing their jobs. Mr. McGavisk made a motion, seconded by Mr. Hammond, to send a letter to DAR to remind them that their monitors need to be educated on their duties. Motion unanimously carried.

Review of Course Provider Applications

A motion was made by Mr. Hammond, seconded by Ms. Parisi, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion unanimously carried.

Course Provider: Lorman Business Center, Inc. dba Lorman Education Services

Course Title: Subdividing Real Property: Legal, Practical and Technical Issues **Approved**

Credit Hours: 7

Course Provider: NBI, Inc. DBA National Business Institute

Course Title: Real Estate Closing A-Z: Navigate Your Closings With Confidence **Approved**

Credit Hours: 6

Course Provider: Davis Law, LLC

Course Title: Housing and Economic Recovery Act of 2008 **Approved Contingent upon receipt of timed-outline**

Credit Hours: 2

Course Title: Navigating Short Sales: Pitfalls and Practice Tips **Approved Contingent upon receipt of timed-outline**

Credit Hours: 2

Course Provider: Omega Real Estate School

Course Title: Maximizing Your Strategies **Approved**

Credit Hours: 3

Course Title: Real Estate is your Profession – What is Your Niche? **Approved**

Credit Hours: 3

Course Provider: New Castle County Board of REALTORS

Course Title: Property Management **Approved**

Credit Hours: 3

Course Title: Getting Started in Real Estate **Approved**

Credit Hours: 3

Course Title: Understanding Agency **Approved**

Credit Hours: 3

Course Title: How to Get Debt Free – Preparing for the Future **Denied**

Credit Hours: 3

Course Title: Communication – The Key to Selling **Approved**

Credit Hours: 3

Course Title: Legislative Issues Relating to the Real Estate Agent **Approved as professional enhancement**

Credit Hours: 3

Course Title: Environmental Considerations in Real Estate **Approved**

Transactions

Credit Hours: 7
Course Title: The GREEN Home, Interior & Exterior **Approved**
Credit Hours: 3
Course Title: Disclosure Seminar **Approved**
Credit Hours: 3

Review of Instructor Applications

A motion was made by Ms. Hadder, seconded by Ms. Brannock, to recommend to the Real Estate Commission approval or denial of the following items as noted below. Motion carried with Mr. Truemper abstaining on the vote for Michael Isaacs application.

John James Conly **Approved**
Continuing Education: Professional Enhancement: Title/Settlement
Michael Isaacs **Approved**
Continuing Education: Professional Enhancement: Real Estate
William Bailey **Approved**
Continuing Education: Professional Enhancement: Eminent Domain
Compensation
Broker's Course: Legal and Governmental Aspects of Real Estate
Mark Dunkle **Approved**
Continuing Education: Professional Enhancement: Eminent Domain
Heidi Balliet **Approved**
Pre-Licensing: Real Estate Law
Joseph Kreisher **Approved**
Continuing Education: Federal, State or Local Legislative Issues, Fair
Housing Law, Anti-Trust Law, Real Estate Ethics or Professional
Standards, Agency Relationships and Responsibilities, Professional
Enhancement for Practicing Licensees, Salesperson Core Course(s),
Broker Core Course(s), Property Management Course
Pre-Licensing: Orientation, Real Estate Sales
James Landon, Esq. **Approved**
Continuing Education: Salesperson Core Course
Pre-Licensing: Real Estate Law
Stephen Johns **Approved**
Continuing Education: Professional Enhancement: Land Use Development
Ted Williams **Approved Contingent upon receipt of resume**
Continuing Education: Professional Enhancement: Subdivision, Zoning and
Land Development
A. Kimberly Hoffman **Approved**
Continuing Education: Federal, State or Local Legislative Issues/Fair
Housing Law/Real Estate Ethics or Professional
Standards/ Agency Relationships and Responsibilities

Review Student Requests for Approval of Educational Activity

A motion was made by Mr. Truemper, seconded by Mr. Tims, to recommend to the Real Estate Commission approval of the following items. Motion unanimously carried.

Student Name: Reshid Walker **Approved**
Activity Title: NAR Code of Ethics
Credit Hours: 3

Student Name: Reshid Walker **Approved**
Activity Title: Fair Housing
Credit Hours: 3

Student Name: Reshid Walker **Approved**
Activity Title: Buyer Representation
Credit Hours: 3

Student Name: Reshid Walker **Approved for 3 hours**
Activity Title: TAX Favorable Real Estate Transactions
Credit Hours: 3.75

Schedule 2009 Meeting Dates

Ms. Slaughter advised the Committee that the January meeting will fall on New Year's Day and will need to be scheduled for another day. The committee suggested that the meeting be changed to January 6th. Ms. Slaughter will verify if a conference room is available for January 6th and will let the Committee know next month. All other meetings for 2009 will be scheduled on the first Thursday of every month as usual.

Correspondence

Review Letter from Donna Godfrey Regarding CE Required for 2009 License Renewal

The Committee reviewed a letter from Licensee, Donna Godfrey. Ms. Godfrey requested that the Education Committee review a list of courses she took for licensure in Maryland and advise her which courses would be acceptable for licensure renewal in Delaware. Ms. Godfrey has two Maryland courses, totaling four credit hours that can be used towards the required elective credits needed for licensure renewal in Delaware.

Review Letter from Linda Schultz Regarding LEED Courses/Green Building

The Committee reviewed a letter from Linda Schultz regarding LEED Courses. Ms. Schultz believes that all real estate licensees should be required to take a green building core course as part of their mandatory CE for license renewal. The Committee requested that a letter be sent to advise Ms. Schultz that her suggestion will be taken under advisement.

Other Business Before the Committee (for discussion only)

Discussion Regarding Licensees using the Property Management Course to Cover the Mandatory Core and Legislative Update CE Courses

Ms. Slaughter advised the Committee that after some research was done, it was determined that salesperson licensees are able to use the six hour DREC Property Management Course to cover their mandatory salesperson core and legislative update courses as long as they have taken the core course in a previous licensing period. Brokers are able to use the six hour DREC Property Management Course to cover their Broker Core course. This can only be done one time.

Public Comment

There was no public comment.

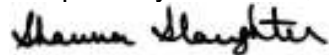
Next Scheduled Meeting

The next meeting will be held on Thursday, December 4, 2008 at 9:30 a.m. in Conference Room A, second floor of the Cannon Building, 861 Silver Lake Boulevard, Dover, Delaware.

Adjournment

There being no further business, Mr. Melda made a motion, seconded by Ms. Hadder, to adjourn the meeting. Motion unanimously carried. The meeting adjourned at 11:43 a.m.

Respectfully submitted,

A handwritten signature in cursive script that reads "Shauna Slaughter".

Shauna Slaughter
Administrative Specialist II